

ID	SE02
STATE ID	Passenger 4.3
Description	COMPACT FOUR (4) DOOR FRONT WHEEL DRIVE SEDAN, EPA DEFINED. PASSENGER AND CARGO SPACE MUST BE 100 CU. FT. OR GREATER, BUT LESS THAN 109 CU. FT. WHEELBASE MINIMUM 102 INCHES.
Estimated Quantity	52
Delivery Location/details	DAS, Des Moines, Direct Factory Delivery
Pre-delivery Inspection Allowance (per vehicle)	\$54.00

Equipment Description	Pricing Configuration #1		Pricing Configuration #2		Pricing Configuration #3	
	Option Order #	Option Price	Option Order #	Option Price	Option Order #	Option Price
Base Vehicle Minimum Specifications						
1 SPEED CONTROL - Factory standard	50T	\$0.00		\$0.00		\$0.00
2 MIRRORS - Interior: day - night - Exterior: left & right side	STD	\$0.00		\$0.00		\$0.00
3 AIR CONDITIONING - Standard factory package installed	STD	\$0.00		\$0.00		\$0.00
4 SEATING - Standard, with cloth fabric upholstery	WL	\$0.00		\$0.00		\$0.00
5 FLOOR COVERING - Carpeted passenger area color coordinated, carpet cargo area.	STD	\$0.00		\$0.00		\$0.00
6 GLASS - Windshield & all windows tinted	STD	\$0.00		\$0.00		\$0.00
7 REAR WINDOW DEFROSTER - Electric, heated wire type; factory installed	STD	\$0.00		\$0.00		\$0.00
8 RADIO - AM/FM stereo with CD single player.. Factory installed with speakers.	STD	\$0.00		\$0.00		\$0.00
9 MOLDINGS - Body side with vinyl insert full length between wheel wells. STICK ON TYPE NOT ACCEPTABLE UNLESS FACTORY INSTALLED.	965	\$0.00		\$0.00		\$0.00
10 WINDSHIELD WIPERS AND WASHERS- Intermittent windshield wipers, with washers	STD	\$0.00		\$0.00		\$0.00
11 ENGINE- 4 cylinder, 1.8 liters EFI	2.0L	\$0.00		\$0.00		\$0.00
12 TRANSMISSION- Automatic, 4 speed	442	\$0.00		\$0.00		\$0.00
13 BATTERY- Standard, factory recommended, Maintenance free _____ amp	STD	\$0.00		\$0.00		\$0.00
14 WHEEL COVERS- Standard	STD	\$0.00		\$0.00		\$0.00
15 TIRES- 4 each standard size radial. All season tread when standard. Standard production temporary spare.	STD	\$0.00		\$0.00		\$0.00
16 SUSPENSION - Heaviest duty springs, shock absorbers, stabilizer bars if available.	STD	\$0.00		\$0.00		\$0.00
17 BRAKES- Power brakes and steering, power disc front	STD	\$0.00		\$0.00		\$0.00
18 COOLANT SYSTEM- Coolant Recovery System	STD	\$0.00		\$0.00		\$0.00
19 HEADLIGHTS- Equipped with halogen headlights	STD	\$0.00		\$0.00		\$0.00
20 SEATBELTS- Front and rear shoulder/lap belts, lap belt for center seating.	STD	\$0.00		\$0.00		\$0.00
21 12 Volt Power Point	STD	\$0.00		\$0.00		\$0.00
22 Clear coat Paint	STD	\$0.00		\$0.00		\$0.00
23 Other options: If an option is not explicitly listed but requires an additional cost, please list this option on this line		\$0.00		\$0.00		\$0.00
24 Required Options (Pricing required for a complete Bid)						
25 Engine heater, block type	41H	\$0.00		\$0.00		\$0.00
26 Power LH-RH, mirror	STD	\$0.00		\$0.00		\$0.00
27 Smokers package, cigarette lighter and ashtray installed. OEM authorized	63B	\$0.00		\$0.00		\$0.00
28 Anti-lock brake System	50S	\$0.00		\$0.00		\$0.00
29 Power Locks	STD	\$0.00		\$0.00		\$0.00
30 Power Windows --all 4 passenger doors	STD	\$0.00		\$0.00		\$0.00
31 Floor mats, color keyed front and rear	STD	\$0.00		\$0.00		\$0.00
32 Tilt/Telescoping Steering Column	STD	\$0.00		\$0.00		\$0.00
33 Remote Keyless Entry	STD	\$0.00		\$0.00		\$0.00
34 E-85 Flex Fuel engine (FFV), if available	N A	\$0.00		\$0.00		\$0.00
35 Options which may be required						
36 Fabric Upholstery treated to resist stains OEM or dealer installed	FABRIC CARE	\$150.00				
37 Engine heater, block type	41H	\$30.00				
38 Power LH-RH, mirror	STD	\$0.00				
39 Smokers package, cigarette lighter & ashtray. OEM only	63B	\$30.00				
40 Largest 4 cyl., state size:	ONLY 2.0 WITH AUTO					
41 Two extra keys- four (4) total	2 KEYS	\$58.00				
42 Transmission, 4 or 5 speed manual	MAN DEDUCT \$638					
43 Battery, Heavy Duty, _____ amps	N A					
44 Anti-Lock Brake System	50S	\$653.00				
45 Power locks	STD					
46 Power windows	STD					
47 Power Driver Seat	MANUAL HIGHT ADJUSTABLE					
48 Daytime Running Lights, OEM only	942	\$35.00				
49 Floor Mats - Color Keyed, Front & Rear	STD					
50 Tilt/Telescoping Steering Column	STD					
51 Manufacturer's Repair Manuals if available, CD Rom only (list and price each)	CD	\$2,750.00				
52 Engine, 4 Cylinder, 2.2 Litre Minimum	NOT WITH AUTO					
53 Remote Keyless Entry	STD					
54 E-85 Flex Fuel engine (FFV), if available	N A					
55						
56 Vehicle Make:	FORD					
57 Vehicle Model:	FOCUS					
58 Vehicle Model Code:	P34					
59 % discount off dealer price (Black Book Invoice) for additional options not stated in specifications:	0.00%					
60 American Made (Yes/No):	Yes					
61 Exact Model Designation and Equipment Package:	410A					
62 EPA Highway (MPG):						
63						
64 Base Price:	\$14,893.80		\$0.00		\$0.00	
65 Required Option Price:	\$0.00		\$0.00		\$0.00	
66 Fleet Incentive Discount: (Note: Discounts are subtracted from the cost and should be entered as a negative value)	\$0.00		\$0.00		\$0.00	
67 Government Discount: (Note: Discounts are subtracted from the cost and should be entered as a negative value)	(\$3,600.00)		\$0.00		\$0.00	
68 Other Discounts: (Note: Discounts are subtracted from the cost and should be entered as a negative value)	(\$12.00)		\$0.00		\$0.00	
69 Final Price:	\$11,281.80		\$0.00		\$0.00	